



## CONFIDENTIAL Executive Summary

Purchase Price: \$129,000  
 Total Annual Sales\*: \$201,159  
 Inventory: \$5,000  
 Owner Operated Cash Flow\*\*: \$40,210

**Yogurtland**  
**415 N. Orlando Ave. #103**  
**Winter Park, FL 32789**



\* Trailing 12 Months Ending 12/30/2017

\*\* Cash Flow is a net income projection based on trailing 12 months sales and expenses as stated on Seller's P&Ls. Adjustments are made to reflect brand norms for the region and/or expected increases/decreases in costs. Analysis is for proforma purposes only, Buyer should complete his own due diligence review. Ask your agent for summary of adjustments.

### Franchise Information:

Founded in 2006 in Anaheim, CA. Yogurtland is a popular self-serve, soft-serve frozen yogurt chain featuring 16 different flavors of yogurt and 33 different toppings. Total build-out paid \$378,700. Franchise requires a minimum net worth of \$400K and at least \$200K in liquid assets, along with good credit.

Franchise Agreement Expiration: 7/15/2023  
 Royalty: 6.0%  
 Remodel Requirements: None

Transfer Fee: \$10,000  
 Advertising: 2.0%

Training Location: California  
 Training Period: 1 Week/Negotiable

### Lease Information:

Monthly Base Rent: \$4,636  
 Percentage Rent: N/A  
 Expiration: 1/5/2020

Options: 1-5 yr  
 CAM: \$880  
 Monthly Property Tax: \$279

Security Deposit: TBD  
 Real Property Available: No  
 Increases: N/A

### Location Details:

Business Established: 5/1/2010  
 Owner Since: 8/13/2013  
 Hours of Operation: 12pm-10pm daily

Building Type: Strip Mall  
 Seating: 27  
 Licenses Needed: Business/Health

Building Size: 1250  
 Employees: 4 PT

Located in a strip center on N. Orlando Ave. Nearby competition includes Planet Smoothie, Nothing Bundt Cakes. Option to buy and debrand from the Yogurtland brand. This would mean no marketing and royalty fees along with the freedom to sell whatever you want without franchisor.

**Remember you have agreed to keep all FranBizNetwork listings confidential.**

As a part of the due diligence process you are encouraged to contact other franchisees with questions about the brand, but remember you are bound by a confidentiality agreement and cannot share the location or any details about the business you are considering buying. Please direct any questions you might have for the Seller to your FranBizNetwork agent. Feel free to visit the location(s) as a customer, but be discreet and do not ask questions of employees, managers, or other customers. Please do not draw unnecessary attention to yourself, as rumors of a pending sale can hurt the business.



**MONTHLY SALES**

**Yogurtland**

	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	TOTAL
<b>2014</b>	\$14,152	\$15,186	\$20,943	\$22,832	\$24,455	\$22,120	\$21,243	\$22,344	\$17,895	\$18,775	\$14,298	\$10,958	\$225,201
<b>2015</b>	\$16,725	\$13,704	\$21,612	\$20,534	\$23,834	\$23,904	\$23,299	\$23,273	\$19,356	\$18,411	\$16,203	\$15,341	\$236,196
<b>\$ +/-</b>	\$2,573	(\$1,482)	\$669	(\$2,298)	(\$621)	\$1,784	\$2,056	\$929	\$1,461	(\$364)	\$1,905	\$4,383	\$10,995
<b>% +/-</b>	18%	-10%	3%	-10%	-3%	8%	10%	4%	8%	-2%	13%	40%	5%
<b>2015</b>	\$16,725	\$13,704	\$21,612	\$20,534	\$23,834	\$23,904	\$23,299	\$23,273	\$19,356	\$18,411	\$16,203	\$15,341	\$236,196
<b>2016</b>	\$17,538	\$16,655	\$21,944	\$21,595	\$21,941	\$20,326	\$21,148	\$19,662	\$15,404	\$14,224	\$12,881	\$13,209	\$216,527
<b>\$ +/-</b>	\$813	\$2,951	\$332	\$1,061	(\$1,893)	(\$3,578)	(\$2,151)	(\$3,611)	(\$3,952)	(\$4,187)	(\$3,322)	(\$2,132)	(\$19,669)
<b>% +/-</b>	5%	22%	2%	5%	-8%	-15%	-9%	-16%	-20%	-23%	-21%	-14%	-8%
<b>2016</b>	\$17,538	\$16,655	\$21,944	\$21,595	\$21,941	\$20,326	\$21,148	\$19,662	\$15,404	\$14,224	\$12,881	\$13,209	\$216,527
<b>2017</b>	\$16,930	\$17,105	\$19,914	\$19,034	\$19,642	\$18,524	\$17,589	\$17,600	\$15,451	\$16,340	\$12,505	\$10,525	\$201,159
<b>\$ +/-</b>	(\$608)	\$450	(\$2,030)	(\$2,561)	(\$2,299)	(\$1,802)	(\$3,559)	(\$2,062)	\$47	\$2,116	(\$376)	(\$2,684)	(\$15,368)
<b>% +/-</b>	-3%	3%	-9%	-12%	-10%	-9%	-17%	-10%	0%	15%	-3%	-20%	-7%



## Yogurtland PROFORMA

Trailing 12 Months Ending 12/30/2017		
SALES	\$ 201,159	
COGS:	\$ 49,284	24.5%
Crew Labor:	\$ 18,104	9.0%
GM:	Assume Owner is GM	
Other Store Level Mgmt:	\$ -	0.0%
Workers Comp*:	\$ 362	2.0%
Payroll Taxes*:	\$ 1,629	9.0%
R&M:	\$ 603	0.3%
Non-Ingredient:	\$ 764	0.4%
Utilities:	\$ 3,400	1.7%
Rent:	\$ 41,724	20.7%
CAM:	\$ 7,920	3.9%
Property Tax:	\$ 3,348	1.7%
Personal Property Tax:	\$ 3,401	1.7%
Local Advertising:	\$ 1,207	0.6%
Nat'l Advertising:	\$ 4,023	2.0%
Royalty:	\$ 12,070	6.0%
Telephone:	\$ -	0.0%
Insurance:	\$ 2,600	1.3%
Bank Charges:	\$ 600	0.3%
Credit Card Fees:	\$ 5,632	2.8%
Professional Services:	\$ 2,600	1.3%
Internet Service	\$ 650	0.3%
Uniforms:	\$ 50	0.0%
Security:	\$ 500	0.2%
Automobile:	\$ -	0.0%
Postage & Ofc Supplies:	\$ 25	0.0%
Permits & Licenses:	\$ 250	0.1%
Cash Over/Short:	\$ 201	0.1%
Non-recurring expenses:	\$ -	0.0%
Personal Expenses:	\$ -	0.0%
Mgmt Fee/Owner Draw:	\$ -	0.0%
Employee Benefits:	\$ -	0.0%
Other G&A:	\$ -	0.0%
<b>Total Expenses:</b>	<b>\$ 160,949</b>	<b>80.0%</b>
Other Income:	\$ -	0.0%
<b>Owner-Operated Cash Flow:</b>	<b>\$ 40,210</b>	<b>20.0%</b>

\*Workers Comp and Payroll Taxes shown as a % of Total Labor.

Executive Summary materials and Proforma were derived from documents provided by Seller and were prepared by FranBizNetwork to help prospective Buyers complete a summary review. These materials should not replace the Buyer's review of actual books and records and a thorough due diligence process. Buyers should not rely on these materials as definitive, but should instead consult the actual due diligence documents.